

M e m o r a n d u m

To: Panel Members Date: June 22, 2007

From: Diana Torres, Manager Agr. No: ET08-0130

Analyst: S. Godin

Subject: SMALL BUSINESS AGREEMENT WITH 100 OR FEWER EMPLOYEES

CONTRACTOR:

- Contractor's Legal Name: E3 Financial, Inc.
- Type of Industry: Finance and Insurance
- Nature of Business: Single Employer Benefits Insurance Broker
- Contractor's Number of Full-Time Employees: 17
 - Number to be trained: 17
- Turnover Rate: 14%
- Repeat Contractor: Yes

CONTRACT:

- Training Project Profile: Retraining: Companies W/Out-Of-State Competition
- ETP Funding Amount: \$22,440
- Employer Contribution: \$45,000
- Average Cost per Trainee: \$1,320
- Range Of Hourly Wages At Retention: \$13.51 to \$57.95
- Health Benefits: N/A
- Occupations to be Trained: Administrative Support Personnel, Client Advocate, Account Representative, Manager, Principal (owner)
- Training Menu: Business Skills, Computer Skills, Continuous Improvement

- Range of Hours: 8- 60
- County(ies) Served: Orange
- Union Representation: No
- Subcontractors: To Be Determined

ACTIVE PROJECTS:

The following are current project statistics:

ACTIVE PROJECTS						
Agreement Number	Agreement Amount	Term	Planned Number To Be Retained	Number Enrolled	Number Completed Training	Number Retained For 90 Days
ET06-0286	\$12,320	5/1/06-4/30/08	14	19	17	17*

*Although the contract term end date is 4/30/08, all trainees completed the 90-day retention period on 5/28/07. E3 plans to submit a final invoice within the next 30 days. ETP records show that 679 hours have been tracked for 17 trainees; therefore, E3 is eligible to earn \$12,320 (100% of the Agreement amount) if all other Agreement terms are met.